

THE
ULTIMATE
GUIDE
TO SELLING



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A HOME SELLER'S CHECKLIST

Make it Inviting



Open curtains or blinds to let natural light in



Check your light bulbs to make sure they're working and replace as needed.



Clear off any personal photos or items



Make any repairs needed on the property



Define each room's purpose

Show It's Properly Maintained



Clean your vents and baseboards to remove dirt and dust mites



Sweep, mop or vacuum the floor



Declutter throughout your home. Leave no more than 3 items per surface.



Organize countertops, cabinets and closets



Give your walls a fresh coat of paint

Increase Curb Appeal



Use a power washer to clean outdoor surfaces



Wash the interior and exterior side of the windows



Keep your landscaping looking its best



Make sure the front of your house is spic and span



Sweep your patio, deck or walkway to make sure it's clean of dirt and debris.

HOME PRICES ARE ON AN UPSWING. WHAT WILL THE FUTURE HOLD?



CoreLogic's report on the nationwide trend of home prices shows that they've grown 18% over last year. This can lead to many questions for potential buyers, like why are these values climbing so quickly and how long will it last?

WILL HOME VALUES CONTINUE TO RISE?

The dramatic increase in the cost of homes has been largely due to increased demand and not enough supply. When demand for property increases, so does its value because there aren't many houses available on the market at any given time.



Appreciation

is an **increase** in the value of an asset.



Depreciation

is a **decrease** in the value of an asset.



Deceleration

is when something happens at a **slower** pace.

With the future of property pricing in limbo, buyers are looking at different options. What will they decide? Let's take a closer look at some terms you may have heard recently.

While home prices have increased for nearly 10 years now, they are still not at their peak. Greg McBride from Bankrate says that this trend will continue into further increases in the near future:



...Waiting in expectation that prices will fall seems unlikely to pay off.



KEY TERMS TO KNOW WHEN SELLING A HOME



AGENCY

An organization who represents their clients with respect to real estate transactions such as finding homes or helping negotiate on price.



HOME WARRANTY

A coverage plan providing repairs if something happens after delivery (examples include water leaks).



HOME INSURANCE

Protects owners against financial loss due directly or indirectly by covered claims such as fire damage; theft (including burglary); destruction caused by natural disasters. This type of insurance also provides coverage for personal property inside homes--such as furniture that can be replaced.



TITLE COMPANY

This company takes care of all aspects related with registering your new property such as titling (ownership). They also handle any issues regarding mortgages or deeds for homeowners who want them done.



CLOSING COST

Usually paid by buyer at the end of the transaction. It includes all fees associated with the transaction.



EARNEST MONEY

Funds, pledge and trust, when a buyer and seller enter into contract. The buyer offers an agreed upon amount as security to the seller.



APPRAISAL

An appraisal is an important part of the process that ensures your new property has been correctly valued and won't require any additional repairs before closing.



INSPECTION

The first step in any real estate transaction, an inspection gives you valuable information about the condition of a property and whether it's safe for living or worth investing more time into purchasing as-is (or possibly renovating).

VIPS INVOLVED IN A HOME PURCHASE



REALTOR

Agent that will represent a buyer or a seller during a real estate transaction. They also provide valuable information about properties before sale so buyers and sellers know what they're getting into financially speaking.

HOME INSPECTOR

A general home inspector is someone who looks at all aspects of the home's physical condition and make an informed decision on what needs fixing or replacing.

LENDER

In the real estate industry, a lender is someone who provides money for your purchase. There are three major types of loans. The three major types of loans are FHA, conventional and VA loans. The job of the lender is to ensure all the criteria are met for funding.

APPRAISER

The appraiser is an independent professional who determines the market value of assets. They are responsible for acting impartial during transactions, using observations as well data-based statistics in order to provide an accurate opinion on what someone might reasonably expect when buying or selling. The appraiser presents their findings in a written appraisal.

INSURANCE AGENT

Insurance agents decide what type of insurance is best for your needs. Based on their recommendations, the buyer will decide the coverage and deductible that is best for them and their house.

ESCROW OFFICER

The escrow officer is an unbiased third party who ensures a real estate transaction will be carried out according to contract. They watch over the terms of any agreements made, and make sure all parties are honoring their end as well.



LET'S CHAT.

I'm sure you have questions and thoughts about the real estate process.

I'd love to talk with you about what you've read here and help you on the path to buying your new home. My contact information is below, and I look forward to working with you.



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